

Message Text

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19

ACTION EB-07

INFO OCT-01 ARA-10 ISO-00 CIAE-00 COME-00 INR-07 LAB-04

NSAE-00 SIL-01 L-03 H-02 TRSE-00 /035 W

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R 122020Z AUG 76

FM AMCONSUL GUADALAJARA

TO SECSTATE WASHDC 3072

INFO AMEMBASSY MEXICO

UNCLAS GUADALAJARA 1400

E.O. 11652: N/A

TAGS: BDIS, MX

SUBJ: TRADE DISPUTE: SOLID STATE SCIENTIFIC (SSS)

REF: GUADALAJARA 1369

1. CONGRESSIONAL INTEREST: LAWRENCE COUGHLIN (D-PA).
2. LOCAL REPRESENTATIVE (FERNANDO PALACIO) OF BONDING COMPANY WHICH NOW OWNS ALL EQUIPMENT FORMERLY IN PLANT OF AMERICANA DE SEMICONDUCTORES CALLED HENRY BOREEN, CHAIRMAN OF BOARD OF SSS, TO FACILITATE DIRECT NEGOTIATIONS. OFFERED TO SELL SSS ALL EQUIPMENT OF INTEREST FOR US 4,000 AND TO ARRANGE NEW RENTAL AGREEMENT FOR PART OF EQUIPMENT TO MEXICAN FIRM WITH RENTAL PAYMENTS GOING TO SSS. UNDER PRESENT CIRCUMSTANCES, THIS OFFER WAS ESPECIALLY REASONABLE AND ATTRACTIVE, ESPECIALLY AS FORMER PLANT MANAGER, LEWIS JAMESON, HAD OFFERED PALACIO 12000 FOR OUTRIGHT PURCHASE OF EVERYTHING FOR HIS OWN ACCOUNT.
2. BOREEN CONFIRMED JAMESON AS HIS REPRESENTATIVE BY TELEGRAM TO CONSULATE AND ON TELEPHONE TO PALACIO. THEREFORE, WHEN JAMESON RETURNED TO SEE PALACIO ALREADY KNOWING DETAILS OF DIRECT NEGOTIATION PALACIO/BOREEN CONVERSATION, PALACIO HAD TO ACCEPT HIM AS SSS OFFICIAL REP.
4. HOWEVER, IN MEANTIME, MEXICAN COMPANY PREVIOUSLY WANTING TO RENT EQUIPMENT OFFERED TO BUY FIVE WIREBONDERS FOR 6000 AND

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PALACIO ACCEPTED OFFER. JAMESON OFFERED TO BUY REMAINING EQUIP-

MENT FOR 7000 FOR HIS OWN ACCOUNT, NOT SPECIFICALLY FOR SSS, AND PALACIO AGREED, THUS COMPLETING ARRANGEMENTS FOR SALE OF ALL EQUIPMENT AS REPRESENTATIVE OF BONDING COMPANY.

5. HOPE THAT THESE ARRANGEMENTS WILL PROVE SATISFACTORY TO SSS, DESPITE INFO PROVIDED IN PARAGRAPH 5 AND 6 OF REFTTEL.
PAVLOVSKI

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